To: Kuruc, Nick, Moulton, G, Evanchik, A E., Wolfe, Laney, Mallardi, J, Groll, A P., Perez, F J., Maney, F, Addessi, A, Richards, M, Mitchell, Greg, Grossberg, S, Feltman, John P., Gambardella, Mark R., Brown, Greg, Guaneri, James, Figueroa, David A., Orourke, Rory, Klein, John F., Alese, Louann F.
From: McHugh, Michael
'osted: 2/6/97 14:54
Opened: 2/6/97 15:32
Subject: 1997 NY Metro Retail Accrual Program

To All Managers in NY Metro:

Attached is an Excel Workbook containing all of the details regarding our 1997 Retail Accrual Program for pack outlets. It is laid out exactly as we discussed in Atlantic City following the annual meeting. DM's please forward a copy to all of your Sales Reps, so they can maintain it in their Laptops. As info, a copy is being mailed out to all Sales and Territory Reps from the ROU. The first page of the Workbook is the Accrual Grid showing how many cartons an account is entitled based on their contract level. The second sheet explains all of the program details. Please maintain the confidentiality of this information as it explains our entire 1997 plan.

If you have any questions, please give me a call.

Mike

CC: 1200 - New York Region (SCULLYA)

Alice - Make me a copy of this letter

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